Bid Opening Date: March 28, 2012 Contracting Officer: Sandra Rogers

| Main PBX    |     |                                      | Advanced Communication<br>Solutions, Lake Mary, Florida |                   | Optus, Inc.,<br>Jonesboro, AR |                   | Black Box Network Solutions,<br>Maitland, FL |                   | Earthlink Business<br>Orlando, FL |                   |
|-------------|-----|--------------------------------------|---|-------------------|-------------------------------|-------------------|--|-------------------|-----------------------------------|-------------------|
| Part Number | Qty | Main Description                     | Unit<br>Price   | Extended<br>Price | Unit<br>Price                 | Extended<br>Price | Unit<br>Price                                | Extended<br>Price | Unit<br>Price                     | Extended<br>Price |
| 8500000     | 1   | SV8500 System (New)                  | \$1,455.00  | \$1,455.00        | \$1,449.00                    | \$1,449.00        | \$1,514.93                                   | \$1,514.93        | \$2,017.63                        | \$2,017.63        |
| 8510000     | 1   | SV8500 DVD                           | \$16.00   | \$16.00           | \$15.75                       | \$15.75           | \$16.47                                      | \$16.47           | \$21.93                           | \$21.93           |
| 8510007     | 1   | 85-108 S5 Main System                | \$1,425.00  | \$1,425.00        | \$1,417.50                    | \$1,417.50        | \$1,482.00                                   | \$1,482.00        | \$1,973.77                        | \$1,973.77        |
| 8510100     | 1   | SV8500 Generic Software License      | \$68.00   | \$68.00           | \$67.41                       | \$67.41           | \$70.48                                      | \$70.48           | \$93.86                           | \$93.86           |
| 8510401     | 1   | SV8500 CCIS / FCCS Network Option    | \$2,020.00  | \$2,020.00        | \$2,014.43                    | \$2,014.43        | \$2,106.08                                   | \$2,106.08        | \$2,804.94                        | \$2,804.94        |
| 8510562     | 1   | SV8500 200 ACD Agents Option         | \$12,575.00   | \$12,575.00       | \$12,533.85                   | \$12,533.85       | \$13,104.14                                  | \$13,104.14       | \$17,452.44                       | \$17,452.44       |
| 8510800     | 108 | SV8500 IP Endpoint License           | \$24.00   | \$2,592.00        | \$23.31                       | \$2,517.48        | \$24.37                                      | \$2,631.96        | \$32.46                           | \$3,505.28        |
| 8510999     | 6   | SV8500 384 Port Capacity Option      | \$1,425.00  | \$8,550.00        | \$1,417.50                    | \$8,505.00        | \$1,482.00                                   | \$8,892.00        | \$1,973.75                        | \$11,842.50       |
| 8520001     | 2   | SCF-CP00-A                           | \$5,035.00  | \$10,070.00       | \$5,016.38                    | \$10,032.76       | \$5,244.62                                   | \$10,489.24       | \$6,984.92                        | \$13,969.84       |
| 8520004     | 2   | SN1753 PWRMAC                        | \$720.00  | \$1,440.00        | \$716.63                      | \$1,433.26        | \$749.23                                     | \$1,498.46        | \$997.85                          | \$1,995.70        |
| 8520005     | 1   | SCG-PC00-A                           | \$895.00  | \$895.00          | \$890.66                      | \$890.66          | \$931.19                                     | \$931.19          | \$1,240.18                        | \$1,240.18        |
| 8520009     | 2   | SCG-GT01-A                           | \$555.00  | \$1,110.00        | \$552.83                      | \$1,105.66        | \$577.98                                     | \$1,155.96        | \$769.76                          | \$1,539.52        |
| 8520010     | 1   | SCG-IO00-A                           | \$812.00  | \$812.00          | \$808.76                      | \$808.76          | \$845.56                                     | \$845.56          | \$1,126.14                        | \$1,126.14        |
| 8520011     | 5   | Univerge SV8500 PIR                  | \$1,390.00  | \$6,950.00        | \$1,371.83                    | \$6,859.15        | \$1,434.24                                   | \$7,171.20        | \$1,910.16                        | \$9,550.78        |
| 8520012     | 1   | Univerge SV8500 TSWR                 | \$4,005.00  | \$4,005.00        | \$3,992.63                    | \$3,992.63        | \$4,174.29                                   | \$4,174.29        | \$5,559.43                        | \$5,559.43        |
| 8520014     | 2   | Univerge SV8500 FANU                 | \$760.00  | \$1,520.00        | \$757.58                      | \$1,515.16        | \$792.04                                     | \$1,584.08        | \$1,054.86                        | \$2,109.72        |
| 8520016     | 3   | SN1749 BaseUD-A                      | \$485.00  | \$1,455.00        | \$481.16                      | \$1,443.48        | \$503.06                                     | \$1,509.18        | \$669.90                          | \$2,009.70        |
| 8520022     | 1   | SV8500 L-Spare Fuse A                | \$135.00  | \$135.00          | \$134.51                      | \$134.51          | \$140.62                                     | \$140.62          | \$187.29                          | \$187.29          |
| 8520024     | 1   | RIC DC3 Message Waiting Power Supply | \$3,475.00  | \$3,475.00        | \$3,460.28                    | \$3,460.28        | \$3,617.72                                   | \$3,617.72        | \$4,818.17                        | \$4,818.17        |
| 8520027     | 1   | SCG-M02-A                            | \$460.00  | \$460.00          | \$456.75                      | \$456.75          | \$477.53                                     | \$477.53          | \$635.99                          | \$635.99          |
| 8520029     | 1   | SCG-M03-A                            | \$370.00  | \$370.00          | \$368.55                      | \$368.55          | \$385.32                                     | \$385.32          | \$513.18                          | \$513.18          |
| 8520033     | 4   | CF-8GB Programmed                    | \$215.00  | \$860.00          | \$214.99                      | \$859.96          | \$224.77                                     | \$899.08          | \$299.34                          | \$1,197.36        |
| 8522001     | 6   | SPH-SW12 TSW-UA                      | \$1,796.00  | \$10,776.00       | \$1,790.78                    | \$10,744.68       | \$1,872.26                                   | \$11,233.56       | \$2,493.52                        | \$14,961.12       |
| 8522002     | 10  | PH-PC36                              | \$370.00  | \$3,700.00        | \$367.29                      | \$3,672.90        | \$384.00                                     | \$3,840.00        | \$511.46                          | \$5,114.60        |
| 8522004     | 5   | PA-PW55-C                            | \$338.00  | \$1,690.00        | \$336.42                      | \$1,682.10        | \$351.73                                     | \$1,758.65        | \$468.44                          | \$2,342.20        |
| 8522005     | 5   | PA-PW54-C                            | \$450.00  | \$2,250.00        | \$448.25                      | \$2,241.25        | \$468.64                                     | \$2,343.20        | \$624.15                          | \$3,120.75        |
| 8522006     | 2   | PH-PW14                              | \$190.00  | \$380.00          | \$189.95                      | \$379.90          | \$198.59                                     | \$397.18          | \$264.48                          | \$528.96          |
| 8522007     | 2   | SPH-GT09                             | \$540.00  | \$1,080.00        | \$537.39                      | \$1,074.78        | \$561.84                                     | \$1,123.68        | \$748.27                          | \$1,496.54        |
| 8522008     | 1   | SPA-8RSTAD-A                         | \$820.00  | \$820.00          | \$815.85                      | \$815.85          | \$852.97                                     | \$852.97          | \$1,136.01                        | \$1,136.01        |
| 8522023     | 3   | PH-CK20 PLO                          | \$585.00  | \$1,755.00        | \$582.12                      | \$1,746.36        | \$608.61                                     | \$1,825.83        | \$810.56                          | \$2,431.68        |
| 8522028     | 2   | SPH-PC20B-A                          | \$397.00  | \$794.00          | \$395.33                      | \$790.66          | \$413.31                                     | \$826.62          | \$550.46                          | \$1,100.92        |
| 8524007     | 3   | SPA-CCTC-A                           | \$2,245.00  | \$6,735.00        | \$2,238.39                    | \$6,715.17        | \$2,340.24                                   | \$7,020.72        | \$3,116.79                        | \$9,350.37        |
| 8524008     | 3   | SPA-PRTC-B                           | \$2,470.00  | \$7,410.00        | \$2,462.04                    | \$7,386.12        | \$2,574.06                                   | \$7,722.18        | \$3,428.21                        | \$10,284.63       |
| 8524011     | 4   | SPA-32IPPADB                         | \$2,425.00  | \$9,700.00        | \$2,417.31                    | \$9,669.24        | \$5,826.88                                   | \$23,307.52       | \$3,365.92                        | \$13,463.68       |
| 8525100     | 1   | MG-SIP96                             | \$10,396.00   | \$10,396.00       | \$10,363.50                   | \$10,363.50       | \$10,835.04                                  | \$10,835.04       | \$14,430.39                       | \$14,430.39       |
| 8528006     | 3   | D15 ST CA-A                          | \$69.00   | \$207.00          | \$68.59                       | \$205.77          | \$71.71                                      | \$215.13          | \$95.51                           | \$286.53          |
| 8528010     | 10  | MT24-D25 CA-A                        | \$67.00   | \$670.00          | \$66.54                       | \$665.40          | \$69.57                                      | \$695.70          | \$92.65                           | \$926.50          |
| 8528011     | 10  | D37-D25 CA-A                         | \$158.00  | \$1,580.00        | \$157.66                      | \$1,576.60        | \$164.83                                     | \$1,648.30        | \$219.52                          | \$2,195.20        |
| 8528012     | 2   | D37 EXCLK CA-A                       | \$155.00  | \$310.00          | \$153.56                      | \$307.12          | \$160.55                                     | \$321.10          | \$213.82                          | \$427.64          |
| 8528013     | 2   | D37-SC50 CA-B                        | \$163.00  | \$326.00          | \$161.75                      | \$323.50          | \$169.11                                     | \$338.22          | \$225.11                          | \$450.22          |

| - II.                    |            | dition errors  |                       | \$307,199.00             |                       | \$337 308 63             | Year Discount         | \$338,930.94                        |                       | \$389,586.5                    |
|--------------------------|------------|--|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|-------------------------------------|-----------------------|--------------------------------|
|                          |            | Total I  | Extended Price        | \$307,229.00             | Ļ                     | \$337,308.89             | MNT Multi             | <b>\$348,508.94</b><br>(\$9,578.00) | Ļ                     | \$389,598.6                    |
| Estimated Labor<br>Hours | 200        | Labor as required (Insert hourly rate and extended price in the following two columns) | \$100.00              | \$20,000.00              | \$125.00              | \$25,000.00              | \$88.00               | \$17,600.00                         | \$90.00               | \$18,000.0                     |
| abor as require          | d - Estima | ated Labor Hours   | - 1                   |                          |                       |                          | 1                     |                                     |                       |                                |
| 1027000081               | 895        | MNT UM/Univerge Premium SW Aps   | \$11.40               | \$10,203.00              | \$20.00               | \$17,900.00              | \$15.66               | \$14,015.70                         | \$15.94               | \$14,266.                      |
| 1090-9834400             | 1          | UM8700 SWA-Port, Option 5 Year   | \$0.00                | \$0.00                   | \$0.00                | \$0.00                   | \$0.00                | \$0.00                              | \$0.00                | \$0.                           |
| 8510999081               | 360        | MNT SV8500 SW Premium Aps  | \$50.85               | \$18,306.00              | \$90.00               | \$32,400.00              | \$70.47               | \$25,369.20                         | \$71.71               | \$25,815                       |
| 222299081                | 1860       | MNT CCDesign SW Premium Aps1   | \$11.30               | \$21,018.00              | \$20.00               | \$37,200.00              | \$15.66               | \$29,127.60                         | \$15.94               | \$29,648                       |
| witch Aps & Mis          | sc. Parts  |  |                       |                          |                       |                          |                       |                                     |                       |                                |
| 780020                   | 100        | DTR-1-1 (BK)   | \$25.00               | \$2,500.00               | \$18.48               | \$1,848.00               | \$23.33               | \$2,333.00                          | \$22.95               | \$2,295                        |
| 680652                   | 20         | DESI ITL/DTL-12D (Pkg 25)  | \$12.00               | \$240.00                 | \$9.24                | \$184.80                 | \$11.66               | \$233.20                            | \$11.47               | \$229                          |
| 680002                   | 200        | DTL-12D-1 (BK)   | \$120.00              | \$24,000.00              | \$93.17               | \$18,634.00              | \$117.61              | \$23,522.00                         | \$115.70              | \$23,140                       |
| hones                    |            | . (  | ,                     | . /                      |                       | , ,,,,,,,,               |                       |                                     |                       | ,                              |
| 244248                   | 5          | GNAV Pro (5 User Licenses)   | \$565.00              | \$2,825.00               | \$512.13              | \$2,560.65               | \$643.14              | \$3,215.70                          | \$632.66              | \$3,163                        |
| 244096                   | 1          | Virtual Wallboard (25 User Licenses)   | \$1,695.00            | \$1,695.00               | \$1,535.96            | \$1,535.96               | \$1,928.88            | \$1,928.88                          | \$1,897.45            | \$1,897                        |
| 244088                   | 1          | Multi Node (15 Licenses)   | \$5,650.00            | \$5,650.00               | \$5,119.15            | \$5,119.15               | \$6,428.70            | \$6,428.70                          | \$6,323.94            | \$6,323                        |
| 244051                   | 1          | Global Navigator - 400 (Software Only)   | \$19,210.00           | \$19,210.00              | \$17,404.68           | \$17,404.68              | \$21,857.04           | \$21,857.04                         | \$21,500.85           | \$21,500                       |
| 1027-0407600             | 24<br>1    | E-2900 R2 LE Server  | \$86.00<br>\$5,250.00 | \$2,064.00<br>\$5,250.00 | \$77.40<br>\$4,757.95 | \$1,857.60<br>\$4,757.95 | \$97.20<br>\$5,975.10 | \$2,332.80<br>\$5,975.10            | \$95.62<br>\$5,059.68 | \$2,29 <sup>4</sup><br>\$5,059 |
| 1027-0407500             | 1          | UM8700 - NEC SV8X00 IP Protims UM8700 - NEC SV8X00 IP - Per Port                       | \$442.00              | \$442.00                 | \$399.90<br>\$77.40   | \$399.90<br>\$1.857.60   | \$502.20<br>\$07.20   | \$502.20<br>\$2.332.80              | \$494.02<br>\$95.62   | \$494                          |
| 1027-0317600             | 1          | UM8700 ScheduleXpress license  | \$1,660.00            | \$1,660.00               | \$1,505.00            | \$1,505.00               | \$1,890.00            | \$1,890.00                          | \$1,859.20            | \$1,859                        |
| 1024-0367500             | 1          | 17-Inch Flat Screen Monitor  | \$320.00              | \$320.00                 | \$288.10              | \$288.10                 | \$361.80              | \$361.80                            | \$355.90              | \$35<br>\$4.85                 |
| 1027-0301024             | 1          | UM8700 - 24 Ports / 50 UM / 50 PA  | \$12,950.00           | \$12,950.00              | \$10,595.20           | \$10,595.20              | \$13,305.60           | \$13,305.60                         | \$13,088.77           | \$13,08                        |
| oice Mail and A          | CD .       | I  | <u> </u>              |                          | A                     | <b>4</b>                 | <b>.</b>              | <u> </u>                            |                       |                                |
| 8540051                  | 1          | SV8500 New MMG System  | \$0.00                | \$0.00                   | \$0.00                | \$0.00                   | \$0.00                | \$0.00                              | \$0.00                | \$(                            |
| 8535300                  | 4          | Chip Kit SW-054 (8RSTJ)  | \$38.00               | \$152.00                 | \$37.80               | \$151.20                 | \$39.52               | \$158.08                            | \$52.63               | \$210                          |
| 8535290                  | 3          | Chip Kit SP-882 (4DATB)  | \$38.00               | \$114.00                 | \$37.80               | \$113.40                 | \$39.52               | \$118.56                            | \$52.63               | \$157                          |
| 8535285                  | 7          | Chip Kit SW-200 (24CCT)  | \$38.00               | \$266.00                 | \$37.80               | \$264.60                 | \$39.52               | \$276.64                            | \$52.63               | \$368                          |
| 8535270                  | 6          | Chip Kit SP-3029 (24PRTBA)   | \$76.00               | \$456.00                 | \$75.60               | \$453.60                 | \$79.04               | \$474.24                            | \$105.26              | \$63                           |
| 8535103                  | 7          | Chip Kit SP-3935 (16ELCJB)   | \$237.00              | \$1,659.00               | \$236.25              | \$1,653.75               | \$247.00              | \$1,729.00                          | \$328.96              | \$2,302                        |
| 8535102                  | 4          | Chip Kit SP-3295 (16ELCJ)  | \$190.00              | \$760.00                 | \$189.00              | \$756.00                 | \$197.60              | \$790.40                            | \$263.17              | \$1,052                        |
| 8535003                  | 6          | Chip Kit SP-3251 (16LCBH-B)  | \$95.00               | \$570.00                 | \$94.50               | \$567.00                 | \$98.80               | \$592.80                            | \$131.58              | \$789                          |
| 8535001                  | 4          | Chip Kit SP-3001 (16LCBH Prog-A)   | \$95.00               | \$380.00                 | \$94.50               | \$378.00                 | \$98.80               | \$395.20                            | \$131.58              | \$526                          |
| 8535000                  | 4          | Chip Kit SP-785 (16LCBE Prog-A)  | \$95.00               | \$380.00                 | \$94.50               | \$378.00                 | \$98.80               | \$395.20                            | \$131.58              | \$526                          |
| 8530202                  | 10         | SPA-16ELCNA-A  | \$2,210.00            | \$22,100.00              | \$2,200.28            | \$22,002.80              | \$2,300.39            | \$23,003.90                         | \$3,063.71            | \$30,637                       |
| 8530006                  | 10         | SPA-16LCCF-A   | \$810.00              | \$8,100.00               | \$804.51              | \$8,045.10               | \$841.12              | \$8,411.20                          | \$1,120.21            | \$11,202                       |
| 8528400                  | 1          | 2400 RX-232C CA-1  | \$40.00               | \$40.00                  | \$40.01               | \$40.01                  | \$41.83               | \$41.83                             | \$55.71               | \$55                           |
| 8528103                  | 2          | UTP CTG5 ST CA-K   | \$30.00               | \$60.00                  | \$29.30               | \$58.60                  | \$30.63               | \$61.26                             | \$40.78               | \$8                            |
| 8528021                  | 1          | D25 EXALM CA-A   | \$90.00               | \$90.00                  | \$90.09               | \$90.09                  | \$94.19               | \$94.19                             | \$125.44              | \$125                          |
| 8528020                  | 1          | D15 ST CA(S)-A   | \$72.00               | \$72.00                  | \$71.66               | \$71.66                  | \$74.92               | \$74.92                             | \$99.79               | \$99                           |
| 8528019                  | 3          | SV8500 GC Power Cable Kit-DC   | \$40.00               | \$120.00                 | \$39.38               | \$118.14                 | \$41.17               | \$123.51                            | \$54.82               | \$164                          |
| 8528017                  | 1          | SV 4Port CA-A  | \$246.00              | \$246.00                 | \$245.70              | \$245.70                 | \$256.88              | \$256.88                            | \$342.12              | \$342                          |
| 8528016                  | 5          | 3P PWR CA-B  | \$21.00               | \$105.00                 | \$20.48               | \$102.40                 | \$21.41               | \$107.05                            | \$28.50               | \$142                          |
| 8528015                  | 5          | 3P PWR CA-A  | \$21.00               | \$105.00                 | \$20.48               | \$102.40                 | \$21.41               | \$107.05                            | \$28.50               | \$142                          |
| 8528014                  | 2          | D15 ST-F CA-C  | \$142.00              | \$284.00                 | \$141.28              | \$282.56                 | \$147.71              | \$295.42                            | \$196.72              | \$393                          |

\$307,199.00 \$337,308.63 Year Discount \$338,930.94 \$389,586.56 \$0.26 \$0.00 difference \$30.00 \$12.04